

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

JONES PERFORMANCE PRODUCTS, INC.

Northwest Pennsylvania Industrial Resource Center

Jones Performance Products Strategic Planning Assessment Leads to Market Success

Client Profile:

Jones Performance Products is the largest manufacturer of aftermarket truck hoods in the country. Their product is known for its strength and durability, which allows it to perform in the most severe working conditions. Superb fit and durability makes Jones' hoods the "preferred hood". Founded in 1978, Jones Performance started building fiberglass truck hoods in 1980. Jones became ISO certified in 1994. The company, located in West Middlesex, Pennsylvania, employs 60 people.

Situation:

Jones Performance identified the need to improve its manufacturing capabilities. More complex requirements and shortened lead times were making it imperative that Jones Performance create data files that translated between each area of the new manufacturing process. Jones Performance sought to expand its manufacturing capabilities to include Faro Arm CMM training, translation to CAD software (training), acquisition of CAD software, and acquisition of CAM software. This process would also include translation or post-processing of the CAM data to Fanuc robots, CNC machines and rapid prototyping machines. These goals came from the company's strategic plan. Jones Performance contacted the Northwest Pennsylvania Industrial Resource Center (NWPIRC), a NIST MEP network affiliate, for assistance with selection, implementation and training in best practice.

Solution:

NWPIRC brought in their consultant, Cyber Development Group, to assist Jones Performance with their current goals. Services performed by Cyber Development Group included: instruction on applying the Faro data into CAD software; instruction on layering, coloring, and sectioning data; detailed assessment of several types of CAM software; and integration of the CAM software's post processors for communications.

Jones Performance will meet its strategic planning goal of producing six or more new hood designs each year. The company will be able to maintain their leadership role in the industry by increasing its market share. Currently the purchase and training of VX CAD/CAM software, which was identified as a best choice for JonesProducts' design needs, has resulted in two employees becoming knowledgeable and effective in a rapid design mode. Featuring the capabilities of their new technologies at two truck trade shows has evolved in the formation of a new exciting venture as well as at least one new product. The company management is very excited about their future.

Results:

- * Achieved a more competitive and profitable position.
- * Improved competitive edge.
- * Improved employee skills.

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- * Robotic Layout Arm Technology installed and in production
- * Reverse Engineering Computerized Measuring System installed and in production
- * CAD / CAM / CAE software and computers installed and in production.
- * Started new custom product line, TrukRodz.
- * Signed national custom hood design contract.
- * Nominated for SBDC's Small Business of the Year Award.

Testimonial:

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